



Opening Remarks

Ellis Kitchen

State Chief of Information Technology

Congratulations!

Agenda

- Customer Profile
- Why CATS?
- CATS Features
- Goals for Today

Customer Profile

- \$29B Revenue
- 68,000 Employees
- 65 Divisions
- 5.5M Customers and Growing
- Strong Balance Sheet (AAA Rating)
- \$750M Annual Information Technology Spend
- #58 on the Fortune 100 (By Revenue)
- In Business 374 Years (By Charter)

Why CATS?

- Findings of the IT Subcommittee on Procurement Task Force
 - State not getting maximum competition
 - Too few primes on the Master Contracts
 - Insufficient access to emerging/new technology
 - Difficult to gauge MBE/SBR participation
 - Difficulty for companies to identify non-Master Contract opportunities
 - Terms and conditions were locked in at the Master Contract level

Why CATS? (cont.)

- Findings from interviews with State agencies
 - State not getting maximum competition
 - Too few primes on Master Contracts
 - Insufficient access to emerging/new technology
 - Difficult to gauge MBE/SBR participation
 - Difficulty identifying non-Master Contract opportunities
 - Terms and conditions were locked in at the Master Contract level

PLUS

Why CATS? (cont.)

- Findings from interviews with State agencies
 - Declining number of prime contractors on the Master Contracts
 - Not sure when to use a Master Contract versus an RFP
 - Too few labor categories
 - Too few functional areas
 - Low number of responses to the TORFPs
 - Same process for Master Contract and RFP
 - Equipment and software not available on the Master Contract
 - Did not reflect market conditions for technology or price
 - The Master Contracts were underused by 70%

CATS Features

- 100% more functional areas (8 vs. 15)
- 225% more labor categories (44 vs. 114)
- 1,200% more prime contractors (18 vs. 217)
- 40% of prime are either MBE (38%) or SBR (32%)
- Variable liability based on risk (5x maximum)
- Up to 49% hardware and software allowed per task order

CATS Features (cont.)

- Automatic notification of solicitation
- \$250M spend authority
- Supports custom and COTS products
- Reduced procurement cycle
- More latitude for agencies
- 5 year time line

Goals for Today

- Education on CATS Processes
- Update on the State's MBE Program
- Update on the State's SBR Program
- Overview of the State's technology plans
- Tying CATS to information technology projects
- Using CATS to get your solutions considered by decision-makers
- Developing viable task order proposals
- Networking with other companies



Thank You!